

Cisco Premier Certification

Cisco partner ecosystem

Deliver greater value with a comprehensive portfolio of solutions, services, and capabilities.

Catalyze your growth

The business environment continues to evolve at a rapid pace. And we're here to help you adapt, with choices and solutions that empower you to respond to emerging market demands. One of these choices is the [Cisco® Premier Certification](#).

Address diverse customer needs

Your customers are also evolving. They're demanding cloud-based solutions and are looking to add new services to remain competitive in their industries. They want technology choices, different consumption models, and agile solutions. So they need a partner who can address a vast range of concerns and deliver on their numerous needs. When you become a Cisco Premier Certified Partner, those customers will recognize you to have earned one of several specific specializations and have the know-how to transform customers' hybrid IT.

Benefits

Premier Certified partners can also access:

- [Solution Showcase](#): Find and sell tested, validated, SIP-approved solutions. Access over 100 Cisco Compatible, SIP-Approved solutions
- [Cisco Powered Services Catalog](#): Connect with over 300 providers who have hundreds of cloud solutions ready for you to sell

Why choose Cisco certifications?

Cisco certifications reflect a breadth of skills across specific technologies and are based on your organization's ability to support customers in those technologies. The certifications help you differentiate your business in a competitive marketplace. Cisco maintains leading networking certifications worldwide and has offered them for nearly two decades. The Cisco Channel Partner Program focuses on a partner's ability to deliver intelligent networks and technology architectures built on integrated products, services, and software platforms. The program offers training in the latest Cisco solutions and architectures, in addition to valuable branding resources. Our value based philosophy takes advantage of best practices, your expertise, and solid solutions for delivery while extending rewards to your company as you continue to expand your Cisco business.

For more information

Learn more about the many advantages of [Cisco Premier Certification](#). To increase your organization's value with the broadest portfolio of solutions and services, visit www.cisco.com/go/partnerecosystem.

Cisco Premier Certification

Hybrid IT is part of Premier Certification requirements. So you can resell Cisco cloud and/or managed services, in addition to reselling infrastructure solutions, to capture a greater number of market opportunities and create recurring income.

Personnel requirements

Two unique Cisco career certified individuals are required: one with a Cisco CCNA® certification and one with either a Cisco CCNA certification or Cisco CCDA® certification. Higher level career certifications of the same type (network or design) will also be accepted.

Specialization requirements

To achieve Premier Certification, a partner must have one of the following specializations:

- [Express Specialization or Higher](#)

Hybrid IT requirements

Partners must be able to resell one Hybrid IT Service from the list below:

- Cisco Cloud Service
- Cisco Managed Service
- Cisco Powered Cloud Service
- Cisco Powered Managed Service
- Cisco Based-Partner Created Service

A complete list of requirements can be found at www.cisco.com/go/premier.

Why you should go for premier

Becoming a Cisco Premier Certified Partner earns you an increased level of support from Cisco's teams and your customers. And that's just the beginning.

New opportunities for growth:

- Grow profits with Cisco cloud services or Cisco Powered cloud and managed services
- Gain more opportunities to maximize incentives across specializations
- Obtain eligibility for participating in Cisco Channel Incentive Programs

The recognition you deserve:

- Cisco sales teams know and recognize the value of a Premier Certified Partner
- Your customers will feel confident in your ability to deliver
- You'll possess expertise in hybrid IT

Future-facing partnership:

- Offering hybrid IT and cloud solutions will help expand your reach
- Tapping into our connected partner ecosystem improves opportunities for outcomes

The dedicated support you expect:

- Partnership includes go-to-market, technical, and marketing support
- You'll expand brand recognition within the marketplace
- Combining your expertise with Cisco extends your knowledge base